SALES REPRESENTATIVE CURRICULUM VITAE

NAME: OGAWE JAMES OKANIE

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OBJECTIVES.

A multilingual sales associate with strong exposure in market development through demand generation activities and loyalty programmes.

Demonstrated abilities in cementing healthy relationship with the clients for generating business and leading workforce towards accomplishing business and corporate goals.

PROFESSIONAL PROFILE

A result oriented professional with advanced rich and cross-cultural experience in

sales & marketing.

Flair for charting out establishing & driving sales and business development plans

there by contributing towards enhancing business volumes / growth.

Well versed in conducting qualitative & quantitative research and analysing consumer behaviour; deft in understanding emerging trends and addressing industry requirements to achieve.

CORE COMPETENCES

* Motivated and hardworking
* Understanding of retail operations
* Flexibility in working conditions
* Individual, skilled in problem solving
* Responsible, efficient with an excellent work ethics.
* Excellent interpersonal and communication skills.
* Proven ability to work under pressured environment with less supervision.
* Devising effective plans with a view to achieve sales target and profitability of the organisation.
* Ensuring successful accomplishment of set business targets in the face of growing competition.
* Acquiring regular feedback on latest market trends, competition and other factors influencing sales; planning monthly & quarterly sales targets and executing them in a given time frame.

WORKING EXPERIENCE

**Assistant Sales Associate at DANGOTE CEMEMT FACTORY DOUALA, CAMEROON APRIL 2016-November, 2018**

**Duties/ Responsibilities**

* Monitoring stock daily for top 100 lines and full daily reviews to manage stock holding with core merchandising team
* Ensuring that new product is online as quickly and efficiently as possible, using product trackers and intake calendars.
* Running the fast tracks once highlighted and reviewed by the merchandiser
* Checking stock ideals, product placement, descriptions and photos are correct before approving, highlighting any issues to the merchandiser
* Attributing lines daily to ensure products are visible in correct links.
* Analyzing reports to understand good and poor performance, and relaying this information on to relevant parties
* Working closely with core merchandising and buyers to get the best out of the stock and ranges
* Site walks throughout the day to raise any potential issues – broken links, incorrect product descriptions, product placement, imagery and general housekeeping

**Sales Associate at NEW LIFE SUPERMARKET, BAMENDA-CAMEROON.**

 **2013-2015**

**Duties and Responsibility.**

* Receive payment by cash, check, credit cards, vouchers, or automatic debits.
* Issue receipts, refunds, credits, or change due to customers.
* Count money in cash drawers at the beginning of shifts to ensure that amounts are correct and that there is adequate change.
* Greet customers entering establishments
* Maintain clean and orderly checkout areas.
* Resolve customer complaints.
* Answer customers' questions, and provide information on procedures or policies
* Recommend and provide advice on a wide variety of products a
* Participate in year-end inventory and cycle counts.
* Assist in ringing up sales at registers and/or bagging merchandise.
* Any other tasks as assigned from timeto time by any manager

**EDUCATION**

* High school Cerificate
* Secondary School Certificate

**LANGUAGE**

* Fluent in English and good in French
* Basics in Microsoft word

**REFERENCES:** Provided upon request

**DECLAIMER:** *I hereby certify that the above information mention is true and correct to the best of my knowledge*